IV. NOVEMBER 1923 No. 2

The Beaver

A Journal of Progress

Devoted to the Interests of Those Who Serve The Hudson's Bay Company

In Honour of All Men of the Hudson's Bay Company Who Enlisted and Served in the Great War and in Memory of Those Who Died in the Service 1914-1919

Abbott, George L.
Adams, H. M. V.
Anderson, Ernest L.
Anderson, W.
Anscombe, Bute
*Armstrong, J.
Austin, A.
Austin, D. W.
Avery, Richard E.
Bailey, Chas. Albert
Baker, Henry P.
Barker, J. G.
*Beak, W. J.
Beatty, Arthur
Beatty, J.
Belcher, H. L.
Benger, A. W.
Bennion, H. C.
Bevington, Ernest J.
Beynes, N. E.
Birtles, E. G.
Blackhall, J. S.
Blake, W. J.
*Booth, T.
Bozson, Walter
Brabant, Frank E.
Bradley, S. B.
Brewer, H. W.
Brock, Arthur
Browne, Hugh H.
Brown, Jas.
Brown, R. A.
Burbidge, Septimus
*Bundey, A. A.
Butler, Fesnard C.
Byweell, Charles
*Carswell, Wm. F.
Carter, E.
Caslake, S. D.
Chalmers, A. M.
*Chatterton, W. E.
Chiverton, Fred.
Child, A. J.
Christie, J.
Clarke, Sedley B.
*Coleman, C. J.
Conacher, J. D.
Coote, L.
Coulter, D.
*Cowper, G. B.
Cracknell, F.
Croft, T.
Cunningham, R. A.
Cumming, A. B.
Currie, Wm. H.
Davis, Douglas, J.
Davis, E. O.
Davis, Stanley G.
Davis, W.
Debenham, D.
Delaney, J. C.
Douglas, Robert
Drennan, W.

Edwards, Garfields
Ellis, T.
Fairs, S. E.
Ferguson, A.
Ferrier, Wm. Moir
Fildes, Geo. C.
Finnson, Norman
Fish, John
Fleming, Ernest W.
Floyd, E.
Forbes, J. D. J.
*Fordyce, Andrew J.
*Foster, J.
Fowles, F.
Fox, R.
Frayer, Lauren W.
*Gell, E.
Georgenson, A. G.
Gillies, Torquetil
Gordon, E.
Gordon, Eric
Gordon, E. O.
*Gorman, W. J. K.
Grant, Herbert R. P.
Griffin, C.
Grogan, W.
Grosvenor, M.
Haight, Harold E.
Haight, G.
Halliwell, A. P.
Hall, J. C.
Hamilton, C. R.
Hammett, Thomas
Hardie, A.
Hardy, Archibald
Harland, A.
Harman, H. F.
Harrison, Geo. H.
Harthan, E. B.
Harvey, Gordon
Heath, Herbert
Herbert, Ernest
Herbert, Leonard
Hermann, C. E.
Hill, G. T.
Hodgkinson, Harry
Hodgkinson, S.
Hodgkins, H.
Hodgson, A. B.
Horspool, Wm. W.
Howland, Norman H.
Hutchinson, R. H.
Ingleson, H.
Jackson, Charles F.
Jennings, G. F. W.
Johnson, C.
Jones, D.
*Jones, H. S.
Joyce, J. B.
Keele, A. H.
Kingshott, William
Kitchen, J.
Lane, W.

Leany, Reggie H.
Learmouth, D. H.
*Lester, W.
Lewis, H.
*Lewis, W. A.
Little, Lauren R.
*Lloyd, G.
Logan, H.
Love, William
*Lyon, B.
*Maclean, E. L.
MacVicar, J.
Marsden, T.
Masters, H. G.
Mathews, H. M.
Maycock, L. B.
May, Fred.
McAndrews, John
McAra, M. J. A.
McBain, Thomas C.
McCarthy, D. J.
McClure, A. B.
McCreadie, S.
McDermott, John
*McDermott, Larry
*McDonald, D.
McDonald, V. M.
*McGinnis, P.
*McKeller, D. R.
McKenzie, James
McKenzie, John
McKinley, A. R.
*McLean, C. S.
*McLennan, George
McLeod, Fred
McLeod, John Alex.
McLeod, Patrick B.
McMillan, Herbert F.
McPhie, A.
McPhee, A. J.
Meadows, Geo. D.
Melvan, J.
Metcalf, J. W.
Miller, T.
Mills, Julian A.
*Milne, W.
*Mitchel, A. S.
Mitchel, Geo.
Montgomery, J. B.
Morton, Lewis R.
*Murphy, F.
Naylor, D.
Nicholson, F.
O'Brien, John
*Page, L.
Parker, Harold
Parker, W. R.
Palmer, H. J.
Patridge, Sidney H.
Patty, H. N.
Penwarden, J.
Phillips, Albert
Phillips, Geo. L.

Pugsley, E. U.
Renouf, Ernest
Reynolds, A. B.
Reynolds, A. C. F.
Ridley, Stanley D.
Ritchie, W. M.
Richardson, F. C. G.
Rines, L.
Risbridger, H. G.
Ryall, S. G.
Ryder, A. S.
Roberts, R. W.
Roberts, George
Robinson, A. H.
Robinson, W.
Roche, F. C.
Ronan, Alder
Roper, E.
Rose, Benjamin J.
Ross, J.
*Salter, A. S.
Scalanlan, Horace F.
Scorer, R. R.
Scott, J.
Seal, J. K.
Sewell, P. E. H.
Shindler, A. Van G.
Sim, E.
Sinclair, Magnus
Skeel, Jorgen
Skuce, K. C.
Smith, Peter G.
Speed, R. C.
*Speight, Arthur N.
Sprague, E. A.
Stedham, Arthur V.
Stone, R. R.
Swain, W.
Swanson, J.
Thompson, W. L.
Thompson, W.
Tittle, F. T.
Treadwell, H. W.
Turner, S.
Twyford, Hugh A. W.
Vindent, L.
Wedlock, G.
*Wellstead, Roy P.
*Westerberg, N.
Weston, W.
Wheildon, R. S.
Wilkinson, Thomas
Williamson, H. B.
Will, W. B.
Wilmot, J. H. A.
Wilson, C. G.
Wilson, Fred. A.
Wilson, W.
Winslow, Douglas W.
Witteridge, F. J.
Woolison, J. G.
Younger, D.
Young, J. W.

Drew, J. R. Larocque, Jas. Jos. Powell, F.

*Died in the Service.

As it is the Company's desire to have this list complete, advice of any errors or omissions will be greatly appreciated at The Beaver office.

(*Page 38*)

THE BEAVER

"A JOURNAL OF PROGRESS"

Published monthly by the Hudson's Bay Company for their Employees throughout the Service; Copyright, 1923, by the Hudson's Bay Company; Subscription Price to those not in the Service, One Dollar a Year. Address all communications to Editor THE BEAVER, 79 Main Street, Winnipeg, Canada.

VOL. IV NOVEMBER 1923 No. 2

An Editorial Comment

IN assuming his duties, the new editor of *The Beaver* fully appreciates his responsibilities and his difficulties. He invites the friendly co-operation of every member of the service. *The Beaver* fulfils an important function in strengthening the bond of unity and good fellowship which exists among those who serve the Hudson's Bay Company, whether at the far-flung outposts or in the busy cities. It finds its way to many distant parts of the world and is eagerly looked for.

Its success depends entirely on the contributions which come in from its readers. It has great resources to draw from in regard to material, and there are many capable writers in the service. To hold a position second to none as a house magazine, *The Beaver* must be interesting and instructive, with attractive illustrations and a varied subject-matter. Every branch of the service should be represented in some way in every issue. Contributions should be short and of such a nature as will appeal to the many who serve the Company.

Suggestions for the improvement of *The Beaver* will be at all times welcomed.

Achievement

To him who strives hard and sufficiently long, who concentrates and is willing to make sacrifices of his personal comforts and pleasures, there is not anything that is impossible. But he has to be large enough, optimistic enough, patient enough and full of daring, possessing a faith in himself and cultivating a courage that refuses to acknowledge defeat. Of course, the question of health arises, but even that may be attained, or maintained, by proper self-government.

He who is in relentless pursuit of a definite object has little time to think of his health, which, after all, is good for his health.

Success

"Self-trust is the first secret of success."—*Emerson.*

"The secret of success is constancy to purpose."—*Benjamin Disraeli.*

" 'Tis man's to fight, but Heaven's to give success."—*Pope.*

"Nothing succeeds like success."—*Dumas.*

" 'Tis not in mortals to command success,
"But we'll do more, Sempronius,—we'll deserve it."—*Joseph Addison.*

Reminiscences of H.B.C. Pioneers

No. 2. ARCHIBALD McDONALD

ARCHIBALD McDONALD, the last chief factor in the service to hold the title, was born at Invergarry, Inverness-shire, Scotland, in 1836. He came to Canada in 1854 in search of fortune and adventure, travelling by the Hudson Bay route, in a six-hundred-ton sailing vessel, *The Prince of Wales*, in the company of the late A. R. Lillie, also an old servant of the Hudson's Bay Company. He retired from active work in June, 1911, and died in January, 1915, at the age of 79, at Fort Qu'Appelle—the scene of many stirring times in his life and the place that had become endeared to him through old associations.

Archibald McDonald

He was a notable figure in the early life of the western prairie and a man of commanding personality. Sixty-nine years ago, Archie McDonald was pioneering in the West, and in the winter of 1854 was located on the site of the present city of Winnipeg. He was very well versed in the Company's business, and at all times a keen trader. In the early years, he made no less than thirteen trips by York boats to York Factory, on Hudson Bay, taking furs north for shipment to England and bringing back with him supplies and trade goods.

For over fifty years, Mr. McDonald's life was bound closely with the history of eastern Saskatchewan, and his imprint is left indelibly on its archives. He was trusted by Indians and whites implicitly. When he

made a promise, he kept it, when he made a threat, it was carried out. His advice was continually sought and taken advantage of, and he was ever ready to help his fellows. This confidence in the man and in his methods remained unshaken to the time of his death.

In the early days, he held the Indians in check time and again, thus saving the new settlers who were unacquainted with the country and the mode of living. He took part in the rebellion of 1870, and later in the rebellion of 1885 in the Qu'Appelle district. During this period, much fear was expressed by those in authority for the safety of the white settlers, but when word came to them from the chief factor at Fort Qu'Appelle containing this one sentence, "We can manage the Indians," there was a sense of relief, for well they knew Archie McDonald and his knowledge of how to handle a situation.

He had the honour of entertaining all the governors-general of Canada, from the Marquis of Lorne to Earl Grey. He was present at Fort Qu'-

Appelle when the first treaty was made with the Indians of eastern Saskatchewan district, and, with W. J. McLean, late chief trader of the H.B.C. at Winnipeg, he assisted the late Governor Alexander Morris and the late Hon. David Laird in negotiating the treaties with the Indians.

When located at Fort Qu'Appelle, he met the late General Sibley, of the United States army, who had crossed the border in pursuit of hostile Sioux Indians, at that time on the warpath in Minnesota.

In 1873, he was transferred from Fort Qu'Appelle to Fort Ellice, and became the officer in charge of Swan River district, succeeding the late Chief Factor Robert Campbell. In the autumn of 1882, he returned to Qu'Appelle. He was a public spirited man, and took part in many of the social movements of the district. He formed the agricultural society there, over which he presided for more than twenty-five years. He was also for some years chairman of the Fort Qu'Appelle school board.

While transacting the business of the Company, he served under all the governors and commissioners from the time of Sir George Simpson. These included such famous names as Alexander Grant Dallas, William McTavish, Donald A. Smith, James A. Graham, Joseph Wrigley and C. C. Chipman. Alexander McDonald's service covered a period of fifty-seven years, during forty-two years of which he held the position of a commissioned officer.

At the time of his death, he was said to have lived in Saskatchewan for a longer period than any other white man. At the autonomy celebrations held in Regina in September of 1905, at the inauguration of the province of Saskatchewan, he was given the place of honour at the head of the "Old-Timers" parade, being then the oldest resident of Saskatchewan present.

The whole nature of this honest, rugged, faithful pioneer can be comprehended from one little incident.

Many years ago, an inquiry was instituted in the British House of Commons, England, into the general affairs of the Hudson's Bay Company, and the question was asked of Mr. Ellice in the House as to what class of men the Company were sending to Canada. Mr. Ellice's reply, as recorded in the blue book, was that they were sending such men as Archibald McDonald of Invergarry.

Educational

A system of education by mail for those who live in remote rural districts, out of reach of rural schools, is being prepared by Hon. Perron Baker, minister of education for Alberta, to go into effect this month. The working plan has already been drawn up to run through the winter to the end of the school year. It is expected that from twenty to forty lessons will be given in the case of each applicant for the service.—*Bureau of Canadian Information.*

Advertising

By T. F. REITH, *Advertising Manager H.B.C., Winnipeg*

THERE is a familiar extract from Kipling which will bear repeating, which is worthy of framing in every advertising office, and which should be borne in mind by all who write advertising copy, by department managers, by assistants, by salespeople. It is this:

"I keep six honest serving men—
They taught me all I knew—
Their names are What and Why and When
And How and Where and Who."

Those six serving men you will find enter into the plans of every well-formed piece of advertising, no matter what its nature. Let's take them in rotation and see how they apply.

What is advertising? To advertise comes from two latin words *ad* and *verto*. *Ad* means "to" or "toward," *verto* means "to turn." Thus we get "to turn toward." To advertise is to cause people to turn toward us or toward the matter we are advertising. Advertising is thus a service to aid and to guide shoppers. It is a hidden force like electricity. We see the electric light shining, the street car moving, the "Hoover" sweeper

working; but no man has ever seen "electricity," the power behind these modern conveniences. We merely see the results. So it is with advertising. It looks simple to describe a ladies' coat, a blouse, a man's suit, or other article, and print it in the newspaper with its price. But much more enters into the question of arousing people's desire to buy.

You must describe your merchandise in a concise, convincing and truthful manner, giving interesting details about style, colour and points of difference. The proper use of illustration and type all enter into the question. Much artistry is required in advertising even the simplest things so that the desire to possess is aroused and purchasers are turned toward your particular merchandise.

Why do people advertise? Great departmental stores, small retail businesses, banks, railways, wholesale houses, manufacturers—all do it. Hundreds of thousands of dollars are expended daily in divers ways in advertising. The simplest answer is the most truthful, "to get the business."

Taking our own business as the nearest example: One reason why we advertise is to create a favourable impression, a public opinion that will make people want to trade with us. Another is to get immediate results.

The first is in the nature of prestige or impression advertising and embraces fashion news, style shows, selling the public the idea that "Seal of Quality" goods are the best. Telling about our better service, our values, etc., and in every way featuring H.B.C. as the most desirable place to shop.

The second method includes special sales, demonstrations, events, free offers and other price inducements. The two must be wisely combined for best results. It has been proven by statistics taken from the leading stores of the country that only about 15 per cent. of to-morrow's business comes from last night's advertising. Yet how often do we see the entire "ad." given over to specials featured for the next day's selling. In some stores, day after day, no room is left to say a word about the store itself, its reputation, its policies, its services, its resources, its new merchandise. Such a one-sided policy cannot be right.

When shall we advertise? A great many conditions govern the answer to this query. Seasons must enter largely into our plans. Christmas, Thanksgiving, Eastertide, summer with its outdoor sports, winter with its cold, all call for special plans. Style seasons in the spring and fall are big factors. We must keep in mind the constant demand for staples like groceries, domestics, and hardware. Then again furniture and rugs, musical goods, small wares, drugs, etc. The days of the week are taken into account and certain goods featured on certain days. Local conditions must be closely considered, the habits of the buying public watched;

tions must be closely considered, the habits of the buying public watched, first of the month pay day, and again the 15th, taken into account. Climatic conditions have to be closely watched.

How shall we advertise? Just as the windows are the eyes of the store, so the printed page is the voice of the store. It is for the advertising man to say if it will be loud, raucous, vulgar or dignified, convincing, truthful, cultured. The first consideration is to conform our advertising to the type of store represented and the clientele who deal with us. Some stores do considerable sensational bargain advertising—ugly, heavy type and crowded pages. Others are highly distinctive and select.

There is much latitude in the kind of type that can be used. The clever inserting of illustrations and white space, the layout of the ad. and relation of the various departments and classes of goods call for much thought and care. The main theme to bear in mind is to make the advertisement easy to read, inviting to the eye, yet to embody the selling punch. While special conditions sometimes call for the crowded all-type page, the judicious use of white space and interesting pictures is the mode generally accepted and proven successful with leading stores. The ad. man's ingenuity enters largely into this phase of the work.

Where shall we advertise? The greatest medium undoubtedly is the daily newspaper. Practically every home subscribes to at least one paper, and women largely look upon store advertising as among the chief of newspaper items. Direct mail advertising is useful in the form of folders and booklets featuring certain products, and at certain seasons. Enclosures with monthly bills and in parcels are good sources for distributing advertising messages, and have the additional attraction of small cost.

In considering where to advertise, local conditions must be considered closely: a medium decided upon and then adhered to, until a better presents itself. The public have a short memory, and if your ad. is missed

for any length of time such custom that would have been yours will naturally gravitate to others who regularly advertise.

Lastly, ask yourself the question, WHO? Who is doing the advertising and who am I appealing to? Most stores cater to a specific class of customers and must study their reaction. It is easy to talk over their heads or below them. It is very vital to study your store's policies, its convictions; and when advertising to live up to them. Study the needs of your customers and of your store, then consistently use the type of advertising that will fit conditions. In a large store, with its various heads of departments, it is very important to know you are right on this score; then you can weather criticism which is frequently made by people not familiar with all the conditions.

In conclusion, keep an open mind to the advice and suggestions you

will receive from all quarters on how to "do it better." Cheerful good nature will smooth the path in your daily intercourse with all manner of fellow workers.

"Women of Red River"

IT is seldom now-a-days that a book so beautifully set up as *Women of Red River*, by W. J. Healy, provincial librarian of Manitoba, gets into the hands of the general reading public, but when it does it is greatly appreciated, for every true book-lover loves a well-made book.

The story, as its title suggests, deals with the early days in the Red River district from the interesting viewpoint and recollections of the various women still surviving from those pioneer days.

It was a wise mind that conceived the idea, for a few more years, at the outside, and many of these old ladies will have passed from among us, and with them would have been lost much historical matter of inconceivable value to the province of Manitoba and to Canadians in general.

The recollections are of considerable interest to all who are in any way connected with the Hudson's Bay Company, in as much as old H.B.C. officials pass and repass before the mind's eye on almost every page, and a wonderful insight is given into the characters of these men and their families, as well as the mode of living they encountered. Characteristic of the book is the bright, cheerful, optimistic note that permeates all its pages. It is couched in clear, smooth-flowing, simple English, of which Mr. Healy shows himself a master.

The book is Winnipeg born, being written by W. J. Healy, illustrated by Charles F. Comfort and Walter J. Phillips, copyrighted by and produced under the auspices of the Women's Canadian Club, published by Russell, Lang & Co. Ltd., and printed and bound by Bulman Bros. Limited, all of Winnipeg—a credit to the city in every way.

The book is nicely boxed for Christmas and general mailing, and the present edition is being sold at $2.00 per copy. —R.W.

White Guests and Their Indian Friends Who Attended the Sun Dance
Chief Samson; W. G. Askey; Head Man Louis Natuwasis; H. G. Munro; Old Man Kinewato; H. Taylor; Head Man Saddleback; J. Prest; Panny Ermineskin and Chief Louis Bull.

Cree Sun Dance at Hobbema

[*For the first time in four years a sun dance was held by the Cree Indians at Hobbema reservation a short time ago, special permission having been granted by the Dominion government for the ceremony. As a mark of honour, a party from the Hudson's Bay store at Edmonton was permitted to be present. This party comprised H. G. Munro, manager, and J. O. Prest and H. Taylor, of the staff. It was from information furnished by Mr. Prest that the following interesting account is compiled.—Editor.*]

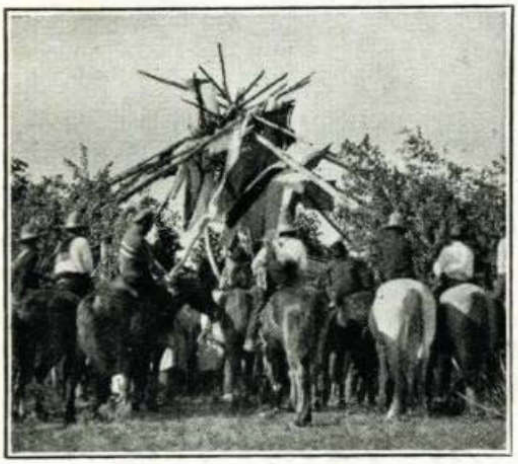
OUT on a meeting place of the Crees on the Hobbema reservation the Indians had erected a "hall" for the sun dance, circular, some forty feet in diameter. The scene inside the hall was almost beyond description, and it needed the brush of an artist with an exceptional eye for colour to portray the picture. All around the circular sides of the structure was built a revetment of woven poplar branches, behind which were the dancers. One half of the dancers' space was occupied by women, while on the opposite half were men. In the same way the men and women sitting around inside were divided; the squaws and children sitting on one side of the centre pole and the men on the other.

A band of specially picked players crouched in the farthest point of the interior and, with tom-toms and voice, kept up an almost unceasing din. Old men of the race, Indians of all ages, sat around stolidly, silently, some with their backs to the revetting, hats pulled down over their eyes, some with blankets pulled around their shoulders, others with weirdly adorned jackets decorated with teeth and cowrie shells, each one stolidly pulling at his pipe or cigarette. Here and there some old man fanned away the flies and the heat with a huge eagle's feather. The women sat quietly huddled and grouped together on the other side, blankets around them and a scarf over their heads, never uttering a sound, but silently watching the never-ending dance. Soon the white

party inside was augmented by the arrival of a R.C.M. Policeman, three men of the A.P.P., the Indian agent and two agricultural instructors.

The dancers were dressed in divers ways, and in many strange

fashions. They were of all ages. Some of the men were stripped naked except for a loin cloth, their bodies painted with yellow pigment or smeared with some clay-like substance. Faces were painted with white and black spots, or smeared with ochre. Strings of beads, chains, strips of beadwork, many-coloured, hung around their necks or from their ears; here and there a feather was to be seen. One man carried some leather sort of mask, completely hiding his face. The women dancers were all adorned with sashes, necklaces, bands of teeth and headbands of beads, some having lines of yellow paint down the cheeks. Each dancer held in the mouth a small, long, reed-like whistle decorated with ribbons or hair, and through this every breath that was inhaled was taken. Every time a breath was drawn through the whistle the sharp staccato note shrieked out, always in time with the tom-toms and at a furious pace, while a constant sort of jog was kept up in time to the beating and shouts of the band, and the moving bodies never got out of position in their stalls. Most of the dancers carried a feather in each hand which jerked up and down to the rhythm of the dance. Sometimes the band would change its measure to a sort of double time; then the dancing figures would change the motion and sway backwards and forwards. Some wore expressions of pain and exhaustion, yet kept on dancing. Once in a while the tom-toms would stop and the dancers would disappear behind the barricade, going down stiffly and awkwardly to rest, but never for longer than twenty seconds, when the inextinguishable crash of the tom-toms would continue. And all the time their eyes were glued on the centre post as if entranced.



Shrine for Sun Dance

They had been dancing in this way for twenty-four hours and were to continue long into the next day. Occasionally they were fed with some sorts of roots and herbs that were prepared on the little fire in the centre of the hall. Once in a while, one of the men would go round with a pan, from which was being emitted thick fumes from herbs. He would waft the fumes down with an eagle's feather on the dancers resting behind the barrier. Meanwhile the sun shone brilliantly through the opening above, cutting sharply into the shadow, lighting up the glistening features of some dancer and pouring on the luckless one such a merciless heat as if to emphasize that this was the sun dance. Occasionally one or other of the performers would be so overcome that he or she would be un-

able to continue, and then would sink down exhausted to the ground, to lie disgraced in the eyes of all the race. Special trappings and marks of distinction would be removed to give complete degradation. Two men, their copper bodies almost naked, crouched close to the band of musicians; these were the men who, in the old days, would have undergone the test of the braves.

Every year, usually in June, before the white man came to take the land from the red man and to place him within the jurisdiction of his laws, the sun dance was held; the present one was an occasion specially granted by the government and the first one that had been held for four years. In the olden times, the mad dance went on for three whole days, but the white man decreed that this one should only last two, part of the first one being spent in the hauling of the logs, the cutting of the poplar boughs and the building of the hall, all parts of a serious ceremony.

The dance is given to the God of the Sun, the Great Spirit, the Great Manitou, he who always watches over the red man. The thick trunk in the centre of the hall was placed to represent the god, and so the dancers round it in a circle steadfastly maintained a rigid pair of eyes upon it.

The dance itself is a penance: a thanksgiving, as it were, being offered by every dancer for having been brought through some ordeal successfully, or through sickness, or for the recovery of some sick child.

The huge coloured cloths flying in the wind at the top of the god-pole were to ward off evil spirits; and when the dance is over the red ones are always left and are never taken down. It is the same with the god-pole and the frame work of the hall; the walls of green boughs are pulled away, but the framework always stands until it rots and falls. A terrible trial was undergone in days gone by, annually, by two men of the tribe who each year wished to become braves. Stripped, as the two men were who crouched by the band, they were led to the tree and impaled to it through the breast and shoulder. Then it was for them to dance the dance of the sun, all the time pulling at the impaled flesh until it broke away. He that could successfully withstand this terrible torture and pull himself away from the tree was for his courage acclaimed a brave.

"That the Canadian people should have subscribed to the Dominion government bond issue no less than $200,000,000 within a few days is both surprising and gratifying. Such a result could not have been attained under the present world conditions had not the great majority of the Canadian people resumed their habits of hard work and economy, without which no country, in the long run, can last."—*Sir Robert Kindersley* (*Canadian Press*).

"Forward, as occasion offers. Never look round to see whether any shall note it. . . Be satisfied with success in even the smallest matter, and think that even such a result is no trifle."—*Marcus Aurelius*.

Little Hints on How to Write

By ROBERT WATSON

No. 1. Literature

LITERATURE may be defined as the original thoughts of the students and thinkers of the ages put into written or printed words; and, without literature the world today would be degraded to the level of a mere animal existence.

From the literature of bygone ages, our forefathers became acquainted with the laws, histories, customs, philosophies, traditions, folk-lore and fancies of the earlier inhabitants of the earth. From the literature of our forefathers we have at our command the results of all their investigations, from which we, in turn, may commence to build, instead of having to go back to the very foundation of things.

Literature is the starting point of all progress; it is the roots, the trunk and the branches of that great, growing, overspreading tree termed civilization. To good literature we turn when our hearts are weighted by depressing realities; it is to good literature we revert constantly for enlightenment and stimulation. Now, literature, if it is to live, must be good literature: good first of all in the subject matter it contains and then good in the manner in which it is presented. With one of these attributes what is written may live for a time, but both are essential if it would outlive a single generation.

In history and biography, we look for reality, and by this very reality these forms of literature live; but fiction, unless it gives us something more beautiful than jagged lumps of realism, does not deserve to live—in fact, cannot live. The foreground, with all its crudities, must be dimmed somewhat, and the romantic glamour of the artist must be woven through as with threads of gold. The greater the skill displayed in the weaving of this alluring glamour, the greater is the artist. This is what constitutes the artist. He weaves his fancy around an incident or an idea until it becomes a sparkling gem set in gold.

Literature should not be confused with the mere setting down on paper of certain happenings. Literature and a plain statement of bald facts are as different as Sir Walter Scott's *Ivanhoe* and the evening newspaper.

A poem, an essay, a short story and a book, if they would live, must be written simply and clearly, and the great artist is he who can express himself in the most direct way and in the shortest and simplest words, because what he writes has then an appeal to the greatest possible number of readers.

The true artist, yes, anyone who writes at all, even if it be merely a letter, should go over his work carefully and cross out, wherever possible, all words of four or more syllables, replacing them by one or even two words of one or two syllables.

It is the simple, plain, easily-understood story or description that claims the greatest workmanship, the greatest care and usually the most time in revision.

To excel as a writer, one must, first of all, become an omnivorous reader; not for the story alone, but he must make a close study of how the writer scores his points, his manner of phrasing, his method of building and dove-tailing his incidents, his skill in leading up to a climax and his behaviour when he reaches the climax—whether he gives it just the proper rein it requires, gives it too little and loses his point, or overdoes it and becomes melodramatic, tiresome or boring.

Oscar Wilde, the Irish playwright, who was a great literary genius, a brilliant epigrammatist and a perfect artist in the use of English; whose work scintillates with the beauty of words and phrases, says:

"Anyone can make history. Only a great man can write it. . . . When he acts, he is a puppet; when he describes, he is a 'poet'."

"Of all things which men do or make here below," that dour, hard-headed old Scottish philosopher, Thomas Carlyle, tells us, "by far the most momentous, wonderful and worthy are the things we call books."

To be a good literary craftsman is no easy thing, even when one is born with the gift. All talents in themselves are useless, unfruitful, if buried in the ground. They must be developed and expanded by strong mental concentration, and this generally calls for much study and hard work, the sacrifice of social pleasures, as well as occasional loss of sleep. But the gleam ever ahead, which is the "Vision Splendid" of all who are truly ambitious, makes hard work worth while, and he who would be really great in anything—be it literature, buying and selling, organizing, trapping or pioneering—must have an unshakable faith in himself and in what he is trying to accomplish. At all times and at all costs he must "follow the gleam."

(Article No. 2, "Making a Beginning," will appear in December issue.)

Calgary Fall Fashion Display
Mrs. Lewis, Mrs. Langille, Mrs. Jenson, Miss Lawrence, Miss Beadley, Miss Lay

How H.B.C. Acquired Its Farm Lands

IN SEPTEMBER, 1668, Groseilliers, in the Hudson's Bay Company's sailing ship the *Nonsuch*, reached what is now Canada on the shores of James Bay and began the Company's business of fur trading.

The success of Goseillier's voyage led the Company to apply to King Charles II for a royal charter (as was the custom in those days) and this, after some delay, was granted by the king on May 2, 1670. This royal charter—granted to the Company who were risking their money in the adventurous and speculative business of importing merchandise into an unknown, trackless wilderness—gave them the sole rights of trade and commerce in all the great territory drained by the streams that empty into Hudson Bay.

For two hundred years afterwards, the Company carried on its trading operations with the Indians and Eskimos of northern and central Canada. Its men explored the interior, constructed trading posts and pushed forward through the wilderness to the north, south and west of Hudson Bay. Eventually, the Company came into active control of all the immense stretch of country from the Great Lakes to the Pacific Ocean and from the United States boundary line to Alaska. They governed these millions of square miles of territory, fed, clothed and supported the natives, and held the future Western Canada in trust for the British Empire.

In 1870, when the newly developed eastern provinces of Canada were confederated into a new, young nation under the British flag, the Company decided to surrender the millions of acres of land it had for so long controlled. In return for giving up its claim to the whole of the northwest part of the continent, the Company was awarded by the new Canadian government one-twentieth of the land in the "Fertile Belt"—between Lake-of-the-Woods, Lake Winnipeg and the Rocky mountains (900 miles), and between the north branch of the Saskatchewan river and the United States boundary (350 miles).

The land was awarded to the Company in return for more than two centuries of exploration, pioneering and trading which it had done, and without which Canada as she is to-day would not exist.

When the time came for the government to assign the particular parcels of land which the Company was to retain out of its former great holdings, it was decided to grant the Company the whole of section 8 and the south half and northwest quarter of section 26 in each four townships

(of 36 sections) throughout the "Fertile Belt" and the whole of both sections 8 and 26 in each fifth township.

This is the land which the Company has been gradually selling to farm settlers for many years and now offers the remainder—some 3,000,000 acres in all—to those who wish to settle, improve the land and make their homes there.

We Live But Once

Our lives we live but once:
  Live not your life in vain,
But fight for love and happiness
  With all your might and main.

Our lives we live but once:
  Live not for self alone.
The Book gives promise of reward
  For good to others done.

Our lives we live but once:
  A truth we'd fain ignore.
The Golden Rule the vision gives
  To love our neighbour more.

Our lives we live but once:
  True happiness is found
In serving, and in friendships made
  In toil, the whole year round

—*Leonardo.*

A Dry Fish Story

A certain enthusiastic H.B.C. fisherman, while pursuing his piscatorial activities, was conceived, as fishermen sometimes are, of a brilliant idea. He caught a wild herring one day while casting from Siwash Rock, Vancouver, into the Narrows. He at once transferred his catch to a bucket of sea water.

Day after day, carrying out his idea, he reduced the salt water and added fresh. The herring suffered very little by the change, excepting that it became a fresh herring instead of a salt herring.

Delighted with his success, our ardent fisherman experimented further

He gradually withdrew the fresh water from the poor fish until the bucket was empty. Still the wonder grew and thrived, and soon it became quite accustomed to living ashore.

In his unbounded pleasure, this H.B.C. apostle of Walton bought his pet herring a cage and it used to spring gaily from spar to spar, turning somersaults by its tail, to the amazement and amusement of himself and his friends. All went well for a time—might still have been going well—but, in a moment of forgetfulness, after blowing off the birdseed with which he fed it in his endeavour to make it whistle, our fisherman left the cage door open. The poor little blighter—no, bloater—jumped out, fell into a basin of water and got drowned.

York Boat in the Water

H.B.C. Inland Transport

No. 2. Details of the H.B.C. Transport

By A. A. McDONALD

THE life of a "York" boat was as strenuous as it was short-lived. On a rocky inland route three or four years was as long as it was considered safe for carrying cargo. In addition to the hard usage, the boats did not have a fair chance, as they were very rarely painted, and also the natural roots used for timbers were not always straight grained. The builders of these boats did not realize that planks sawn into timbers, spliced and doubled, with the grain of the wood running two ways, were stronger than any natural root, and more lasting.

I shall now describe the routine life of the boat from the time it

was brought round to the dock for cargo. As soon as the date had come round to start the boats—usually two or three in a "brigade"—the man in the trading store would get busy engaging men at a fixed amount for the trip, as day wages were then unknown, and, whether the trip was made in record time or not, pay was the same.

The principal man of the brigade was the "guide" in charge of the whole works. His duties were: to be the first man up in the morning, make fires, put the kettles on and then give the call. He regulated the time for starting in the morning and camping in the evening. He saw that the cargoes were properly covered when it was raining. He mended broken pieces in the cargo, and also the boat if it had a hole knocked in it in some rapid. At the worst rapids, the guide would usually steer all the boats one after another. The old guide at the head of a rapid before going over would raise his cap and say a short prayer.

When the crew were all engaged and had received about half of their pay in advance and left due bills for their families while they were away,

they would all turn up at the appointed time, each man with a seamless sack with his blanket and spare clothes and his drinking pot. Plates or knives and forks were never carried. A clean fresh piece of birch bark pulled from a tree was their plate, and a sharpened stick their fork when they did not use their fingers. Indian boat crews were very cleanly, especially the Crees. Each man carried his soap and towel. They had plenty of bathing, as they were continually wet. They were never subject to rheumatism, toothache or corns, and their complaints ran more into headaches and hurts from carrying and falling with 200 pounds or thereabouts on their heads and backs.

On their arrival to make a start, a meal was handed out, consisting of hard-tack, bacon, tea, sugar and syrup. It was usually more generous than actually required, as their friends were in strong force to see them away and other incapables were always on hand for the occasion. After the meal was over, they received their portage straps and then started in to carry the cargo down to the boat. Two clerks usually checked out the cargo for the bills of lading, as each boat always had its own lading. The guide would look after the "agrets," which means all requirements for the brigade, while each boat would have one large sail, three large duck coverings, kettles, frying pans, ropes for hauling the boats over portages and lighter rope or cod line for tracking the boats against strong current or wind, axes, and a tool box for each boat which would contain a panel saw, files, crooked knife, brace and bit, chisels, oakum and hammer. The steersman and bowsman would be in their boat placing the cargo right, which was quite an art, as the boats were usually loaded for a level keel and rowing places had to be left for the men pulling the oars.

As can be seen in the illustration, the oars are long and the rowers rise up on their feet for every stroke, put one foot on a brace ahead of them and fall back on their seats with all their weight on the oars.

The boat being loaded, another meal is in order before they pull out. The "incapables" are busy around the fire getting tea and everything ready. After this meal is eaten, the grub for the trip is carried down to the boat, the bags are put in and they are away. If the wind is fair, the mast—which is adjustable and when not in use is carried on the side of the boat—is put up and they sail away.

Next article will deal with "A Trip on a York Boat."

Are you building a personal clientele for yourself?

Can you honestly say that when customers were rude you were courteous and considerate?

Have you ever taken the time to work out a selling argument for any particular article you are selling?

Are you a student of the principles which underlie salesmanship?

Do you realize that salesmanship is as much of a profession as medicine or law, and in order to keep abreast of business progress you must grasp every bit of information which will strengthen you in your work?

"Der Tag": November 21st, 1918

By QUIS SEPARABIT

THIS month we celebrate the fifth anniversary of the surrender of the German navy to the allied fleets under the leadership of Admiral of the Fleet, Earl Beatty. As we now sit in security, let us remember with gratitude "the lively little lads in navy blue" who made such a result possible. The strain must have been enormous, and the historian has yet to be born who can faithfully record with either pen or brush the disgust that must have been written on every face, from Beatty downwards, when the captive German navy came in, as Robert Bridges so beautifully puts it, "like cows at milking time." Not a shot fired, yet a victory as great as either the Armada or Trafalgar. We are indebted to the Invincible Armada for two good things at least: it gave George Birmingham the ground work for his splendid story *Spanish Gold*, and one of the wrecked galleons supplied the woodwork for an organ now in use in a church in the city of Londonderry — a lot more than we can credit to the German high seas fleet. Trafalgar, with England's darling on the *Victory*, gave Britain the undisputed mastery of the seas.

Mr. Churchill, former first lord of the admiralty, has told us how Admiral Pakenham so gallantly said of his brother officer Beatty: "Nelson has come again." Excepting from a physical standpoint, the two men are very much alike: their disregard of personal danger, high ideals of service, humility, and dependence upon God. It was Beatty who said, "We must get down on our knees before victory will come," and, although everybody seemed to have perfect confidence in Sir John Jellicoe, we find Beatty taking the latter's place in time to act as senior officer at the great surrender. In spite of modern tendencies, it looks as if humility pays.

At first sight, it would appear as if there was no flavour of the Armada on this great occasion, excepting, perhaps, the name of Beatty's flagship, *Queen Elizabeth*; yet there is an alleged incident which is not generally known, and where recorded is accepted as "sailors' superstition." The story, founded on statements by officers who were present, is told in *The Outlook* by Mr. Arthur Machen: "One of the ships was the *Royal Oak*, chiefly manned by sailors of Devonshire. It was soon after nine o'clock in the morning when the German fleet appeared looming through the mist. Admiral Grant saw and waited. He could scarcely believe, he says, that they would not instantly open fire. Then the drum began to beat on the *Royal Oak*. The sound was unmistakable; it was that of a small drum being beaten *in rolls*." To be brief, as soon as there was reasonable certainty that the Germans would not fight, the officers investigated the noise. Three rigid inspections failed to reveal anything except that the ship was cleared for action and every man at his station. From the admiral to the lowest rating, all were of the opinion that it could mean

only one thing—the manifestation of the spirit of the great sea captain hovering over the fleet. Sir Henry Newbolt, in *Drake's Drum*, records the injunction of Drake to call on him when in trouble and he would leave Heaven right away and come to their assistance:

"Take my drum to England, hang et by the shore,
Strike et when your powder's runnin' low.
If the Dons sight Devon, I'll quit the port o' Heaven
An' drum them up the Channel as we drummed them long ago."

Colonel Henry Cockshutt and Party Visit Moose Factory Post

Moose Factory was honoured with a visit on September 20th from His Honour Colonel Henry Cockshutt, lieutenant-governor of Ontario, along with the Honourable Howard Ferguson, K.C., M.P.P., prime minister of Ontario, and the Honourable and Reverend Canon Cody, LL.D., D.D.; Mr. George Lee, chairman of railways; Colonel Fraser, aide to the lieutenant-governor; Messrs. Zavitz, Bliss, Dr. Campbell and others.

Addresses of welcome were read by G. R. Ray, the Company's district manager, G. Watson, assistant district manager, and Rev. J. T. Griffin, and acknowledged by the various personages before an interested gathering.

The approach of the party was heralded by a salute from the two old cannons and continuous fire from rifles, while the flags were hoisted.

The occasion of the visit was the inspection of the proposed line of construction for the railway and also to cement the spirit of loyalty and friendliness which exists within the province. The three first mentioned of the visitors—His Honour the lieutenant-governor, the prime minister and Canon Cody—received the greatest honour that is now left to the Indian to bestow, that of chief. The ceremony was performed by Chief Achunish, head of the Moose band. His Honour Colonel Henry Cockshutt's new name is *Mush-keg-koo Kah-kee-ka-puk*, meaning "Swampy Ever-Growing Leaf;" the Honourable George Howard Ferguson, K.C., is now *Mush-keg-koo-min*, meaning "Swamp Berry;" while the Reverend Canon H. J. Cody is henceforth known to the Swampy Cree Indians of Moose Factory as *Ah-ya-me-ha-we Ka-ne-wa-pe-ka-seo*, "Church Overseer" or "Overseer of Prayers."

The visitors spent their second day with the Revillon Freres and witnessing the sports which were held at Moose. The party made their return trip by seaplane, flown by Captain Maxwell, of the Laurentide air service. The visit, which was a great success, was concluded by a very fine service in the church by the Hon. and Rev. Canon Cody.

Open Letters

Addressed to Maria by a Friend

Edited by G. R. RAY

No. 3. Parents and Children

THE authority of parents, dear Maria, is naturally very great, from the dependent state of children; but God Himself has set the matter in a clear light by His positive command, "Children, obey your parents." And as the Creator has formed one great plan for the good

of all His creatures, He has not omitted to add, "Parents, provoke not your children to anger."

I believe the error some parents fall into is their mistaking power for right and supposing that the helpless beings committed to their care were brought into existence to be the butts of their ill-temper and the passive subjects of their arbitrary discipline.

But I think there are, comparatively, but few severe parents, and I wish I was not obliged to add that I fear there are multitudes of ungenerous and undutiful children, for I must say that filial piety does not appear to be the characteristic of the present age.

The connection between parents and children is not a contract between two parties which, if one breaks through, the other is set free from all obligations. They are beings connected in relationship by almighty power. The parents and the child are both laid under certain obligations by God, and to that unerring Being they must answer for their conduct in the character of parent and child.

The duty of the parent is to train up a child with all the tenderness that can be exercised consistent with its real good; all the benevolent feelings that are planted in the infant breast should be cherished and cultivated by every possible means that parental affection can suggest, and guided by the hand of wisdom and experience. But if parents, by moroseness and ill-timed severity, annihilate the tender affections and softer feelings, they destroy what was designed by Providence to bless them, to bless the possessor, and to bless society.

But what shall we say to that child who can ever forget the anxious care, the tender solicitudes and the fond caresses of an affectionate parent? Filial duty demands from the child to the last period a lively sense of obligation, which should be evinced by every possible means that shall express the reverence and love that an amiable child will feel for a tender parent.

Perhaps you will ask: What are children to do when they have not been kindly treated, and have very little reason either to love or respect their parents? In such a case, I can only reply that they must never lose sight of the nature of the relationship that subsists between them. What must the situation of undutiful children be, if there is any sensi-

bility, anything like affection in their hearts, when they stand at the deathbed of a parent?

How many things have even the best children to wish they could recall?

There is a strange, unnatural, unchristian idea, that too much prevails with young people in general, which is, that parents are to strain every

nerve and deprive themselves of many comforts that their children may be launched into life in a way superior to their birth; that they receive an education which, perhaps, may be beyond the limit of their fathers' means. When their education is completed, another strong effort is made to settle them in life. If they improve the advantages their too kind parents have given them and "do well in the world," as it is called, live in style and spread their tables with luxuries, they think their parents are sufficiently rewarded by only hearing of their affluence, too often forgetting that the hand that sowed the seed has a right to some part of the increase. Good and aged parents have often been confined to a scanty repast while their ostentatious children have been giving expensive dinners.

If, in their sober moments, they should be touched with compunction and recollect that their parents are wanting many comforts, they may, perhaps, add a mortifying pittance to their income. Children thus stained with the basest kind of ingratitude are well received by the world while they support a splendid appearance and pay every debt excepting those they owe to their parents, and are considered by many good members of society.

Let me tell the children of dissipation that the theatre, the ball-room or the opera never afforded them the refined, the exquisite pleasure that has thrilled through the soul of an affectionate child when contemplating the countenance of a parent at the first interview after some generous act of filial piety, respectfully performed.

Say! you dunces in pleasure! Have you given up all your amusements when your parents have been confined to a sick-bed? Have you been stationary at their bed-side pillow, waiting with tender anxiety every opportunity of affording them some comfort, some consolation? Has your mind been in such a state that you could think of no pleasure, no enjoyment, but in the performance of the duty you were then called to? Or have you consigned a sick parent to the care and society of a stranger while you were amusing yourself with your gay and thoughtless companions? If your parents wanted pecuniary aid, have you deprived yourself of every thing that had even the shadow of superfluity? Or have you, from a cup overflowing with good things of this world, only thrown the dregs to your parents?

It is, my dear Maria, very painful to reflect on the cruel ingratitude of so many children to parents whose only fault to them has been an injudicious indulgence.

Letter No. 4, "Old Age," will appear in February issue.

First Impressions of Canada

By H. DENNETT, Vancouver

I HAVE been much impressed how differently the wheels of industry rotate in Canada in its various spheres of activity compared with those of Great Britain. I am only in a position, of course, to give first impressions and not to make positive assertions, owing to the reason that I am somewhat new to this great land. Now, Canada is undoubtedly a country which to a maximum degree accepts a man on his own merits, whereas in Great Britain a man must show, through the medium of his previous employer, proof of his efficiency. Furthermore, long terms of apprenticeship are absolutely imperative to a man in Great Britain if he wishes to become the so-called tradesman, and he is then eligible to enter the trades union of his particular calling. Now, in Great Britain, should a man apply for a post in which, within himself, he feels competent and adequately qualified to do justice, but fails to be a trades-union man, in other words, has not served an apprenticeship, then in the majority of cases he fails to become a successful candidate for position owing to the fact that there is a surplus number of tradesmen on the labour market of Great Britain which the industrial powers of same fail to absorb; therefore the tradesman inevitably gets the preference in any occurring vacancy. Now, I think it will be agreed that the non-union man of Great Britain has very little scope for advancement; whereas Canada allows a man to prove his merits. He can invariably strike out in whatever capacity of industry his ambitions may lie, and he is therefore not confined to any specified trade or profession, but can move with the times.

The housing system in Canada is, in my opinion, far superior to that existing in Great Britain, and is indeed far more hygenic, which is of paramount importance. When I visualize in my mind the congested manner in which the dwelling houses are grouped in Great Britain, and then compare them with the dwelling houses in Canada, which seem to stand so majestically upon their own grounds, it makes me think how much nicer the old country would be if they could adopt these methods of housing. But, unfortunately, owing to the vast population and shortage of space, it would be like trying to achieve the impossible.

From my experience in Canada, I must candidly confess that the relationship existing between workman and supervisor, etc., certainly supersedes that of the old country. The average supervisor or manager in Great Britain moves about with an air of aloofness and predomination among the men of lower industrial rank, and the latter rarely omit to address the former as "sir," or whatever the case may be. This feeling of equality between master and man in Canada, as far as I can perceive, does not fail to produce discipline. Why, it is my belief it even accelerates the workman to do his best.

I often wonder how all these large stores in Canada can carry on business so successfully, and yet the whole population of Canada is not

much greater than that of London. Is it owing to better business organization or cheaper overhead expenses? I think I am justified if I say "no" in each case. Then it is evident there is a bigger turnover per person, which proves that the Canadian public differs greatly from the British in its expenditure. There are many other things which I have observed in which Great Britain varies from Canada, and it is beyond all doubt that Canada is rapidly growing, and I feel confident that a few years will see her holding an even more prominent place in the field of industry.

The Crop Situation

By J. Dougall and T. S. Acheson, General Agricultural Agents, C.P.R., Eastern and Western Lines, in "Agricultural and Industrial Progress in Canada."

The following is the latest Dominion government estimate of the 1923 crop: Wheat, 470,328,000 bushels (399,786,400); oats, 535,124,000 bushels (431,239,000); barley, 80,048,000 (71,865,300); rye, 28,159,400 (32,373,400); flax, 6,977,000 (5,008,500).

For the three prairie provinces the preliminary estimates are as follows:

Manitoba—Wheat, 38,636,000 bushels (60,051,000); oats 69,711,000 (74,433,000); barley, 30,351,000 (28,863,000); rye, 5,918,000 (7,078,000); flax, 1,465,000 (734,000).

Saskatchewan—Wheat, 259,017,000 (250,167,000); oats 197,068,000 (179,708,000); barley, 20,013,000 (18,511,000); rye, 11,875,000 (16,164,000); flax, 5,239,000 (4,079,000).

Alberta—Wheat, 149,122,000 (64,973,000); oats, 87,697,000 (35,519,000); barley, 12,081,000 (6,238,000); rye, 7,918,000 (6,187,000); flax, 128,000 (88,700).

British Columbia—The apple crop of the province is now estimated at 2,538,000 boxes. The general condition of the crop is good.

Alberta—Harvest conditions have been favorable and cutting is complete. Frost in the middle of September affected all late crops but the area so touched is small. Some very high wheat yields are reported, going as high as sixty bushels to the acre. The grade of the Alberta crops is uniformly good. 40 per cent wheat threshed.

Saskatchewan—Weather conditions have been satisfactory and harvesting is complete. Frost in the middle of September affected late crops but the acreage is very small. Generally the average yield in this province is quite satisfactory. 75 per cent. wheat threshed.

Manitoba—Cutting was completed by the 18th of the month and harvesting conditions have been favourable. The southern part of the province has about completed threshing of coarse grains. Yields are very uneven both as to quality and quantity, wheat ranging from 5 to 25 bushels to the acre. There are poor returns from the rust affected areas. Oats is a fair crop, with rye, flax and barley recording about the average. Fall ploughing is under way with the ground in good condition.

Ontario—Conditions throughout this province during September were fair, but the year's operations on the whole have been unsatisfactory. Frost struck the western part of the province about the middle of the month and visibly affected the corn and bean crops. Pastures are in excellent shape and livestock is doing well. The apple crop is estimated at 796,000 barrels (809,500). The potato crop is estimated at 18,480,000 barrels.

Quebec—Weather conditions have been uncertain. Rains have delayed harvesting and many crops have been more or less damaged. Pastures are all in fine shape. The apple crop is estimated at 61,000 barrels (112,000) and the condition of the crop is fair.

Maritimes—Conditions in the maritimes remain about the same. Harvest weather has been fair. Following are the apple and potato estimates for the three provinces.

	Apples	Potatoes
New Brunswick	41,250 barrels	9,715,200 barrels
Nova Scotia	1,628,800 "	7,055,400 ,,
Prince Edward Island		4,470,500 ,,

The Epistle of Arabus

By HIMSELF

CHAPTER 1

Concerning The Honourable Adventurers of England and how Arabus the scribe encamped with them.

1. Now it came to pass, in the year of our Lord nineteen hundred and twelve, that the wise men of the Honourable Adventurers of England did sit in council.

2. And they debated among themselves their plans for the year to come; and one that was of them did say,

3. Behold, our brethren in Canada have written and desireth that unto them be sent three apprentice clerks from the land of the Scots and oaten meal.

4. Wherefore those that gave ear unto him answered, saying, Let the request of our brethren in Canada be granted, for as we sow, verily, so shall we reap.

5. And unto the City of Granite of the tribe of Judah, in the land of the Scots, didst they send to their agent greetings.

6. Saying, Thou shalt secure for us three young men of good repute, of divers knowledge, and mentally, morally and physically fit for the positions we wouldst entrust unto them.

7. Wherefore it came to pass, in the fifth month of the year of our Lord nineteen hundred and twelve, there appeared in the news sheets throughout the City of Granite notice of the Honourable Adventurers requirements.

8. Now I, Arabus the scribe, was of the ten score or more that didst make application.

9. Wherefore it came to pass that unto my father's house there came one day a namesake, then on furlough, who didst seek me, saying,

10. Lo, I have come hither that I may see thee in person to judge what manner of man thou art, for the Honourable Adventurers would know more concerning thee.

11. And he that did seek me said, I am of them that goest out into the wilderness in search of furs; yea, I have but returned from the Land of the Mystic Lights and Bears, and would show unto thee divers photographs and curios from that far off land.

12. And when mine eyes beheld these things, the desire was strong within me to see that land wherein dwelleth the Indian and Eskimo.

13. And to him that did seek me did I make answer, saying, Verily, I wouldst like to be one of the chosen to go forth; and he answered me, saying,

14. Should my report find favour in the eyes of the Lady of Lime Street, thou wilt probably be one of the chosen to go forth.

15. Wherefore it came to pass in the fulness of time that I, Arabus, was requested to present myself to the agent in the City of Granite to sign a bond with the Honourable Adventurers of England, Trading into Hudson Bay.

CHAPTER 2

Telleth how Arabus, Omar and Jonah agree to journey to a far country.

1. Whereas I, Arabus, did present myself at the door of the Honourable Adventurers' agent, and a voice from within bade me enter.

2. And within this sanctum did sit my two colleagues-to-be, both of whom dwelt within the city walls; and one was Omar, son of Camers, and one Jonah, son of Mishell.

3. And Omar was of sturdy build, but Jonah resembled me, Arabus, being of lean stature.

4. Wherefore he that represented the Honourable Adventurers didst "look us over," saying, Behold, I have brought ye together so that ye may know one another, and that I may read unto ye the terms of your agreement, wherewith thou shalt be indentured.

5. Wherefore ye will serve the Honourable Adventurers for a period of three years, during which time thou wilt diligently and honestly carry out thy duties by day and by night as prescribed by the officers thereof.

6. Thou shalt, with courage and fidelity, defend the property of the Governor and

Company of Adventurers at all times whilst ye remain in their service, selah.

7. And in consideration of the above services the Governor and Company of Adventurers will give unto thee 30 shekels of gold for the first year, 40 shekels of gold for the second year and 50 shekels of gold for the third, also wilt they give thee certain measures of meal, also lodging, according to the usual custom of the service.

8. And when he that did represent the Governor and Company of Adventurers had finished, I, Arabus the scribe, and Omar, son of Camers, and Jonah, son of Mishell, didst inscribe our names to the bond wherewith we were bonded.

9. Wherefore, after the signing of bond, didst the agent speak, saying, Thou wilt be required to take passage on the ship *Athenia* sailing from Glasgow on the twenty-second day of the sixth month of the year.

10. And he that was agent said, Verily, verily, I would speak unto thee as a wise father speaketh unto his son; and so he spoke, yea, even as a wise father speaketh unto his son, and I, Arabus, and Omar, and Jonah did hearken unto his words, then went our way with hearts full of gladness, for we were very young.

CHAPTER 3

Of the voyaging of Arabus, Omar and Jonah.

1. And it came to pass that I, Arabus, and Omar, son of Camers, and Jonah, son of Mishell, did sail from the city of Glasgow on the twenty-second day of the sixth month of the year.

2. And I, Arabus, and Omar did make merry during the voyage with sounding brass and tinkling cymbals, for our hearts were glad within us, and many friends did we make forsooth; yea, even with the fair damsels, and they were many and of good repute.

3. And Jonah, he did read books and lead a solitary life, because he trusted not in the damsels of good repute. Yea, neither by the looks in their eyes nor by the smiles on their lips could they entice

mighty, so that the vessel did perform all manner of strange actions.

5. And there were many who did feed the fishes that are in the sea and gave way unto lamentations in their sickness, and some where beyond utterance and were sore afraid.

6. And Jonah, he was of them that did feed the fishes, though he liveth not in the belly of a whale.

7. Wherefore when the time did come to eat, many were called but few answered.

8. And I, Arabus, and Omar also did enjoy our lot and the lot of others, neither did we fast nor feed the fishes that are in the sea; and so in the fulness of time did we reach Montreal, the city of the Gauls, where we sojourned several days.

9. And that was the morning of the tenth day at sea.

10. And there were many that dwelt within the city walls who spoke not of our tongue, but of the language of Gaul, and we understood it not.

11. Wherefore I, Arabus, and Omar also, didst seek to ride on a public chariot, and of him that didst take our shekels did we ask for a transfer.

12. And when we had "transferred," he that did receive our transfer waxed exceeding wrath, and did gnash his teeth and wave his arms in a violent manner, and pointed to the door; wherefore did we leave the conveyance, as we knew not what he said. Yea, verily and of a surety was he from the land of Gaul.

13. But in the fulness of time we came upon one who was of our tongue, and who did show unto us the way we should go; and to him that did show us did we offer blessings, and went on our way rejoicing.

CHAPTER 4

Telling of the distress of Arabus, Omar and Jonah in the land of the Philistines.

1. And it came to pass that the vessel of the Honourable Adventurers did arrive; yea, and the name of the vessel, it was *Nascopie*.

him, for he had vowed a vow unto himself.

4. Now, it happened that on the morning of the fourth day at sea, being the twenty-sixth day of the sixth month, a storm did arise, and the waves they were

2. And a mighty wave of heat did prevail throughout the land, wherefore there were some that fell sick and died thereof.

3. And I, Arabus, didst find the heat exceeding great; yea, even approaching in

greatness unto Satan's mansion, of which I had read.

4. Therefore did I, Arabus, wear but the scantiest raiment, even unto the putting aside of my head-gear.

5. And I, Arabus, was stricken by the sun and carried to my abode, being exceeding ill.

6. And there didst gather by my bedside many of the representatives of the Honourable Adventurers that were in the city, and they didst hold council among themselves and didst send for a physician.

7. And he that was the physician didst prescribe certain medicines to be given unto me; yea, even did he command that they be given immediately.

8. And it came to pass that a terrific thunderstorm did rage throughout the city, and the rain descended and the floods came, and Omar, in his haste to fulfil the commands of he that was physician, didst take the wrong coat, being that of Jonah.

9. And Omar, he did return with the medicines, likewise the coat which was wet; yea! verily, it was soaked.

10. And Jonah he did wail aloud in his distress, saying, Behold my good coat! verily it is ruined; and Jonah did reproach Omar for his carelessness, yea, and for many days after, for it was a goodly raiment for Jonah.

11. And it came to pass in the fulness of time that I, Arabus, got well, and with Jonah and Omar didst prepare for our journey to the Land of the Mystic Lights and Bears.

CHAPTER 5

Arabus endeth his journeyings at the Land of Silence.

1. Wherefore it came to pass that I, Arabus, and Omar and Jonah didst sail for the Arctic Seas, that being on the

their beads. The other didst wear a vesture of knee length, and he went forth to teach the Eskimo how *not* to count his beads. Verily, the ways of man passeth all understanding.

4. And the land which we encompassed was called Labrador, and the days passeth one like unto another, ice and more ice, and in the fulness of time did we reach Wolstenholme, a place surrounded by steep hills.

5. Wherefore he that was Chief didst say unto Omar, thou wilt be required to make thine abode here for a time, and Omar gat himself ready and departed from among us.

6. And we didst leave Wolstenholme behind us and sailed for the bay that is called Hudson, and tarried not until we reached Churchill; and that was on the twenty-fourth day of the eighth month.

7. And he that spake unto Omar, speaketh also unto me, saying, Thou, Arabus, wilt make thine abode here, so tarry ye not. Therefore I, Arabus, tarried not and departed.

8. And Jonah he didst leave the ship at York, where dwelleth he that ruleth the land in that section for the Honourable Adventurers.

9. And he that did rule hath written much concerning that land; yea, even the Land of Silence. And here in silence endeth the first Epistle of Arabus. Selah.

Where Will You Be?

In 1890—

The world's greatest automobile maker was working in a bicycle shop.

A millionaire hotel man was hopping bells.

The greatest steel king of today was

twenty-fourth day of the seventh month.

2. And of them that took passage was the Chief of the Honourable Adventurers in Canada, likewise others of the host. Yea, even were there three men who went forth to lead the Eskimo into the paths of righteousness.

3. And two of them didst wear long robes, girded about the waist, and they went forth to teach the Eskimo to count

stoking a blast furnace.

The president of the United States was turning a printing press.

An international banker was firing a locomotive.

A great merchant was carrying a pack on his back.

A railroad president was pounding a telegraph key.

In 1950—YOU?

News From Stores, Posts and Branches

Vancouver

TRACK CLUB FIELD DAY

To terminate the season for the H.B.C. track club, a handicap field day was held at Brockton Point on September 26th. Ideal weather conditions prevailed. Although spectators were not as numerous as they should have been, yet the day was a success, for the entries were many and events keenly contested.

The championship of the store went to P. Rutherford, who took two first places and two seconds. E. Williams was next with two firsts and a third. T. Purdy took third place with one first and two thirds.

In the mile event, interest was particularly keen, for three men were neck and neck on the home stretch. Rutherford with a great sprint beat H. Adams to the tape. T. Purdy was a very close third.

The quoit contest drew a large number of spectators and was won by R. Goldie. Our superintendent, Mr. Skelly, enjoyed himself immensely at this game and won a tin of cigarettes. Mr. Logue took second place in the contest.

The furlong sprint was won by E. Williams in the last three yards with a lunge to the tape. Rutherford was not two inches behind, and Purdy was almost abreast of him.

Walmsley led all the way in *the quarter* his place in the store, sustained a sprained ankle while running in the quarter-mile race. He was jostled on the final bend by another runner and his ankle turned under him. We are glad to say that he is on his feet again, and well on the road to recovery.

Tabulated results are as follows: *100 yards*—1, E. Williams; 2, P. Rutherford; 3, H. Adams. *100 yards junior*—1, A. Greenwood; 2, A. Boon; 3, R. Norman. *75 yards, ladies*—1, C. Howden; 2, E. Decker; 3, M. McKellar. *220 yards*—1, E. Williams; 2, P. Rutherford; 3, T. Purdy. *Ladies' nail driving contest*—1, E. Decker; 2, M. Meakin; 3, R. Anderson. *440 yards*—1, P. Rutherford; 2, Walmsley; 3, E. Williams. *Shot put*—1, T. Purdy; 2, R. Leaney; 3, P. Logue. *Quoits*—1, J. Goldie; 2, Mr. Logue; 3, C. Skelly. *1 mile*—1, P. Rutherford; 2, H. Adams; 3, T. Purdy. *Relay race*—Won by the main floor team: P. Rutherford, J. Penney, T. Purdy, E. Williams.

Credit for the successful day must go to the officials, due to their excellent co-operation. Mr. Hearns handled the pistol, Mr. Adams announced the events, and Messrs. Skelly, Gant and Almas were the judges.

At the close of events, Mrs. Skelly was kind enough to distribute the cups, medals and prizes, and put a close to our very pleasant afternoon.

mile, only to be beaten to the tape by Rutherford, who had plenty of sprint in reserve. Williams was third.

The shot put was won handily by Ted Purdy, who made an excellent throw. R. Leaney took second place, and P. Logue was close behind for third.

The nail driving contest was won by Miss Decker, who shakes a hefty hammer.

In the *relay race*, main floor vs. rest of the store, the result was in doubt until the third man, then, with a good start, Williams beat Greenwood to the tape. Medals to the main floor.

Unfortunately there was an accident to mar the day. Mr. McNish, who has just come from the London office to take

WINTER SPORT PROSPECTS

Bowling

A meeting was held on October 1st, and a bowling club was formed. Mr. Lang, of the freight shipping department, was elected president. The following Wednesday afternoon thirty-seven people turned up, with prospects for double that number of bowlers. The club promises to be a great success. We are glad to see the ladies take active interest in this line of sport.

Indoor Baseball

Interest in this sport seems keen, especially among the shipping room men,

and we are preparing to enter a team in the city league this fall.

Swimming—Basketball—Gymnastics

A letter has been received from Chalmers' church offering the use of their swimming tank and gymnasium for Friday nights during the coming season.

MANAGERS' CONFERENCE

Among the visitors to Vancouver at the time of writing are the following managers of the Hudson's Bay Company: Alex J. Watson, Victoria; W. S. King, Nelson; H. Pout, Vernon; and H. G. Andrews, Kamloops. These gentlemen, with C. P. Ashmore, acting manager of the Company's wholesale branch here, are attending a conference called by H. T. Lockyer, general manager of the Company's British Columbia stores, for the purpose of discussing matters of general interest and future policy.

PROMOTIONS

Angus M. Mackie has been appointed acting manager of the staple department on the retirement of E. Nicholson from the Company's service.

W. R. Boyle, former manager of the women's ready-to-wear department of this store, has been transferred to Montreal. His position in Vancouver is being filled by Miss E. Andrew, who has been

Victoria

ALL-DAY PICNIC AT ELK LAKE

Between four and five hundred members of the staff of the Victoria store of the Hudson's Bay Company and their families enjoyed the annual Company picnic held at Elk lake. The day was an ideal one, and the arrangements were perfect. Elk lake picnic grounds, around the northern end of the lake from Hamsterly-Lakeside, are beautifully situated for affairs such as the annual Hudson's Bay Company field day. From the number of of water nymphs seen in action, the Victoria staff of the Hudson's Bay Company might well organize a swimming club which in numbers and skill could offer good competition to any other of the local swimming associations, and in beauty and charm give Mack Sennett's famous sea-bathers a serious contest.

The holiday makers left the Hudson's Bay corner at ten o'clock in tally-hos and numerous private cars, and arrived at the picnic grounds before eleven o'clock. Before lunch, the several swimming contests scheduled were held, and after, the track events were run off. Each one of them provided a worth-while contest, and the splendid prizes given to the winners and donated by various officials of the

Mr. Boyle's assistant for several years.

Miss E. Paul is being transferred from the audit office to the merchandise department.

NEWCOMERS

Come, colleagues! Get acquainted with the new people around the store. Interest them in your particular line of sport and show them that they are welcome among us. The new men are: Mr. Wood, boys' clothing department; Mr. McNish, men's furnishings; Mr. Dennett, silk department; and G. Adamson, candy department.

GENERAL

We welcome Mrs. Desmond back to her old position in the delivery department.

A. Sparling, buyer for men's and boys' clothing, has been east on his semi-annual buying trip.

S. D. Wilson, buyer for men's and ladies' shoes, has also been east.

Victoria store were won only after fine struggles.

Presentation to H. Pout

A particular feature of this picnic—one which combined regret with an abundance of good-fellowship—was the presentation by the Victoria store manager, A. J. Watson, on behalf of the employees, of a beautiful gold watch to H. Pout, merchandising manager, who left a few days afterwards for Vernon, B.C., to assume charge of the Company's store there. Mr. Watson, in making the presentation, spoke of Mr. Pout's long service with the Company, and voiced the pleasure of all when he referred to his continuance in the the service of Hudson's Bay. Mr. Pout was manager of the Vernon store before he came to Victoria two years ago. Replying, Mr. Pout paid a high tribute to Mr. Watson, who, although a resident of

Victoria for but little more than a month, has placed himself in a high position in the regard of his fellow servers, and stated that "he would always play the game." Regarding the beautiful token of esteem given him by his fellow-workers of the last two years, Mr. Pout acknowledged the splendid feelings which had prompted the gift and stated that he would always remember the members of the Victoria store for their good feeling, enthusiasm and loyalty to the institution and, through the institution, the public they served.

Following the presentation of the watch, Mrs. Watson, wife of the store manager, presented the prizes to the winners of the swimming and track events.

GOOD-BYE

To seek fame and fortune in distant climes, no less than five fair members of our office staff have left us during the past month: Miss Jean Burridge, who has been with us since before the store opened two years ago, goes to Toronto to study accounting. Miss Stevenson, of the manager's office, who has been here

A. J. Watson is a good all-round cricketer; A. E. Haines, good bowler and fielder; P. Shrimpton, good bat and wicket keeper; F. Ward, good bowler and bat; E. Verrell, good slow bowler and all-round cricketer; A. E. Linder, good bat and fielder; A. E. Rose, good bat and fielder; W. T. Parkes, good bat and fielder; F. Ackroyd, good bowler and fielder; W. Durrant, good bat and fielder; C. Speak, good all-round cricketer; C. Ellis, good all-round cricketer; G. Wharf, good bat and fielder; W. Booth, good bat and fielder.—*H.C.W.*

SOCIAL AND DANCE

The first social and dance of the season under the auspices of the employees' association was held on Tuesday evening, October 16th. Fully 200 members of the staff and their friends enjoyed a delightful programme of dancing, the large dining room on the fourth floor having been kindly lent for the occasion by the store management. That our genial chef excelled himself in preparing the buffet supper was the unanimous opinion of all. This was only the first of a series of social

the same length of time, goes to California, as also do Miss May Johnson and Miss Louise Zarelli. Miss Ramsay decided that Portland needed her more than Victoria. To all these young ladies we extend our most cordial wishes for future success and prosperity.

CRICKET SEASON, 1923

With the closing of the cricket season, a resume of the activities of our team should prove of interest.

Special mention should be made of Mr. Ward's excellent batting and also the good work of our wicket keeper, Mr. Shrimpton.

The last game played was a friendly, in which our manager, A. J. Watson, figured prominently, and whose presence in the field largely contributed to the splendid efforts of our team to win the last match of the season.

Appreciation and thanks are due to Mrs. Haines, Mrs. Parkes and Mrs. L. Linder for kindly serving tea throughout the season.

Games played, 14; won, 9; drawn, 1; lost, 4.

evenings which it is proposed to hold during the approaching season.

GEORGE LOVAT LEAVES FOR WINNIPEG

Mr. Lovat, who has been in the service of the Company since the opening of Victoria store, has left us to take up work of an important nature in eastern Canada. Keenly interested in all sports, Mr. Lovat was an enthusiastic supporter of our football, basketball and hockey teams and his practical help and advice in this connection will be greatly missed during the coming season.

We are glad to have back with us Mr. Horne, who has recently recovered from a serious illness.

Ma—Is the clock running, Willie?

Willie—No, Ma; it's just standing still an' waggin' its tail.

Young Wife—If this is an all-wool rug why is it labelled "cotton"?

Shop Assistant (confidentially)—That madam, is to deceive the moths!

Edmonton

Mrs. McDermid, manager whitewear and infants departments, has resigned to take up the position of western representative of the Gossard Corset Company at the coast.

Mr. Jones, of the men's furnishings section, and Mr. Naubert, of the men's footwear section, are newcomers on the staff whom we are pleased to welcome.

Mr. McVicar, of the ladies' shoe section, and Mr. Gray, of the men's shoe section, are to be congratulated on their promotion to department managers following the resignation of W. E. Johnson.

Mr. Falkins, department manager fancy goods section, has returned from an extensive buying trip, visiting all the leading eastern markets. He picked up some

the responsibilities of the department during Mr. Chasey's absence.

Jack Prest, advertising manager, is spending his vacation in a dual capacity. The Thos. Ince Motion Picture Corporation are now filming "The Last Frontier" and Mr. Prest has been asked to assist in matters of historical importance which the Ince Motion Picture Corporation requires. Special scenes will be taken for the Canadian National Railways for publicity purposes.

POOR FLORENCE

There was a young woman named Florence,
Who for kissing professed great abhorrence;
But when she'd been kissed
And found what she'd missed,
She cried till the tears came in torrents.

SOME CHICKEN

wonderful values in merchandise suitable for Christmas trade.

Mr. Ballard, manager ladies' ready-to-wear department, is on a buying trip covering New York, Toronto and Montreal.

Miss Buckles has been transferred from the men's furnishings department to the lace and ribbons section.

Miss Albers has also been moved from the staples to the home furnishings department and Misses Kirkwood and Sheppard to the office staff.

Miss Walsh and Miss Heye are newcomers whom we welcome among us.

Miss Etheleen McEwan, of the millinery section, has returned from an enjoyable vacation spent with relatives in the States.

Miss May Doherty, manager gloves and hosiery, is on a buying trip, visiting Toronto, Montreal and New York.

Miss Fisher has been transferred from the men's shoe section to the ladies' shoe section.

Mr. Chasey, manager of the men's clothing section, is on sick leave. From latest reports, we hear he is progressing favourably. Mr. Fulton is carrying on

The minister and his bride were preparing to eat a bite at a luncheonette. They were busily engaged with the bill of fare when the waitress, who was a much peroxided young miss, came up to take their order. Suddenly the young minister looked up from the bill of fare, smiled sweetly at the waitress and said, "How is the chicken today?" "Pretty good, kid," she retorted. "How are you?"

WHAT A RELIEF

Mrs. Recently Wed—Did I appear nervous at all during my marriage ceremony, Clara?

Envious Friend—A little at first, dear. But not after George had said "I will."

FALL FASHION DISPLAY

The lilies of the field sew not, neither do they spin—in all their traditional glory, they apparently hold no charm for the present-day generation of women. At least, that is the thought that would cross one's mind while sitting in the crowded Hudsonia knowing through the medium of eye and ear the delight of the large fashion show. For the moment, housewives forgot their cares, business women their work, and one realized that woman's femininity would live through the ages, for she would always express it in love of

the fine materials and charming styles that go to make up clothes.

For an hour and a half all the shades and materials our grandmothers wore, with a new list as long as the covenant of the League of Nations, displayed by living models on a carpeted platform to the strains of soft music from somewhere in the distance, caused much pleased comment from the large gathering of women present.

The models who so effectively displayed the array of apparel were: Mrs. Bennie, Misses McEwen, Cox, MacDougal, Hare, Harvey, and little Misses Gabriel Mercier, Amy Plowman and Edith Cox.

nery workroom, who was married last week.

On the departure of R. Watson, accountant, who has left to take up the position of editor of *The Beaver*, he was presented with a gold pencil by the office staff and a gold pen by the managers as marks of esteem and goodwill on the part of his fellow workers.

We notice that a number of our staff have the riding habit and every Sunday a party of one dozen or so are to be seen galloping joyfully over our plains. One of the furious riders, Walter Nelson, narrowly escaped a serious accident Sunday, when he fell under his horse

Mr. Ballard, department manager of the ladies' ready-to-wear, supervised.

Saskatoon

At the close of business on Friday, October 5th, the staff of the Saskatoon store met to say good-bye to the manager, J. S. Smith, and two heads of departments, Mrs. E. J. Pearce and J. E. Rundle, who are retiring from the Company this week, each of whom was presented with a gift as a mark of esteem and goodwill on the part of the employees. Mr. and Mrs. Smith were given a beautiful silver tea service and Mrs. Smith was handed a sheaf of lovely flowers. A handsomely fitted leather bag was presented to Mrs. Pearce, to whom also was given flowers. Mr. Rundle received a silver cigarette case. Accompanying each gift was a satin ribbon bearing the names of every member of the staff.

Two staff members, Miss Kathleen Teahan, who left October 8th for San Francisco, and Miss N. Williamson, who left for Scotland, were remembered with parting gifts in the form of handbags.

We are glad to welcome as new members of our Saskatoon staff, W. H. Fair, as our manager, and W. Fellows, manager of the hardware department, also Mr. L. R. Barnett, who has taken the place of Mr. Watson as accountant.

On Monday evening the girls of the staff had a surprise shower on Mrs. Eaton, formerly Miss Ida Osborne, of the milli-

Miss Viola McIntyre, of the grocery department, had both her hands badly cut when trying to save one of the meat slicers from crashing to the floor. We are glad to report, however, that she is now out of the hospital, although it will be some time before her "Hudson's Bay grocery" is heard over the telephone.

Winnipeg

RETAIL

Mr. Coulter and Miss O'Grady, after busy times in eastern markets, are again at their posts. Miss Woodhead is now in New York in the interests of her ready-to-wear clientele.

Mr. Frankish, who departed east at the same time, is not likely to return for some time. While in Toronto, he was taken ill, a sickness from which he had not fully recovered recurring and laying him low again. It is pleasing to know he is with relations, that his family have also gone to Toronto and that he is under excellent medical care. Latest reports are that he is quite cheery and hopeful of a complete recovery and a return to the west in the spring.

Mrs. Craven, of the glove department, who has been ill, has gone to reside in Vancouver, in the hope of finding climatic conditions there more suitable to her health.

A new sheet-music department has been opened in the store and is away to an auspicious start under the direction of

A. C. Liscombe. Mr. Liscombe comes from England and has already won a reputation as composer of several songs.

We extend the hand of greeting to A. James, the new Hoover salesman, another native of John Bull's tight little island.

Messrs. Drennan, Beggs and Upjohn returned from the hunting fields with thirty trophies after two days of sport—

at Sturgeon Creek Methodist church. The bride has been in the service of the Company for about eight years and takes with her our heartiest wishes for her future happiness. On the evening of her departure she was presented with a silver tea service and serving tray.

Sidney Kaufman, erstwhile traffic manager at Winnipeg, has been advanced to a

decidedly good for amateurs. This was Mr. Drennan's first shooting expedition, and from all reports he held up his "end" nobly.

Mr. Brooks, for a time silk salesman, has joined the migratory movement, having left for California early in October.

Mrs. Darwood, late of the notion department, has left us to reside in Chicago.

"Billy" and "Jimmy" are kept quite busy these days owing to the many new cashier girls enquiring "Who are those two distinguished young gentleman?"

We are glad to welcome back Miss Boake, multigraph operator, after a week's absence due to a fall downstairs. She was much shaken and bruised, but happily not injured seriously.

W. Davison was heard to remark, as he carried his string of chickens home, "I will let Mr. Drennan have my gun again; it saves having to buy game or shells and I can say they were brought down with my own gun."

In honor of Miss Olga Dahl, store's cashier, a bride-elect of this month, a miscellaneous shower was held at the home of Miss Monica Watson Wednesday evening, October 10th. The gifts were presented by Miss Verna Hillier, who was dressed as a special messenger. The basket was attached to a decorated tricycle. The guests included Miss Olga Dahl, Mrs. J. Hutsell, Mrs. R. Ferguson, Misses J. Cazal, L. Gaunt, S. Gaunt, I. King, A. Murdoch, E. Napier, K. Ferris, M. Thomas, D. Blums, P. Hall E. Legg, M. Bostrom, D. Valgsgath, I. Lyon, M. Nelson, J. Anderson, E. Saunders, E. Brennan, B. Galloway, W. Fraser, S. Birch, O. Gilson, R. Miles, I. Fenwick, A. Hillier, L. Watson.

The marriage of Miss Olga Dahl to Mr. Vernon Grout took place on October 24th

position will be missed around the store, but will no doubt be an asset to the east. Friends here gave him a hearty send-off and incidentally asked his acceptance of a set of pipes, which we've no doubt will see good service.

Miss Rundle, of the hosiery department, wishes to express through *The Beaver* her deep sense of gratification at the honour conferred on her by her colleagues on her departure for the Old Land. She will take with her pleasant memories of many kind friends.

Social Evening to Miss Rundle

An evening to be long remembered was enjoyed October 10th at the home of Mrs. Page, St. James, when about fifty of the store's personnel gathered and completely surprised Miss Rundle, who is soon to depart for England in search of better health. During the course of the evening she was asked to accept a beautiful travelling bag by which to remember her many Winnipeg friends. We wish her *bon voyage*, and a safe return should she decide to come back. Miss Rundle's service has been long and faithful with the old store, covering a period of over twelve years.

FUR TRADE

W. H. Hutton, of Pas Mountain post, whose splendid article, entitled "Nanakawekapow's Black Fox Factory," appeared in last month's issue of *The Beaver*, has been in Winnipeg undergoing a serious operation. We are pleased to learn that he has sufficiently recovered to be back on duty.

George R. Ray, of Moose factory, another faithful contributor to our columns, was in Winnipeg on Company's business. He "flew" in this time.

C. C. Sinclair, district manager Athabasca; L. Romanet, general inspector and acting district manager Mackenzie River; and Christy Harding, district manager Nelson River, have been in Winnipeg on

Toronto, New York and his old home, Chicago.

Eastern Buying Agency

Nelson River, have been in Winnipeg on Company's business.

The Lady Kindersley has just returned from a trip of 12,000 miles, having penetrated to the furthest points yet reached in the Arctic by any merchant ship. She sailed through the Behring sea and straits past Point Barrow, which is the northerly cape of Alaska, and then east from Point Barrow about 1,200 miles to Prince Albert sound, where the newest Post of the Hudson's Bay Company in the western Arctic has been established. For about two-thirds of the voyage from Point Barrow to Prince Albert sound ice floes had to be penetrated.

LAND DEPARTMENT

Curling

Land department curlers have decided again to make merry in the roarin' game this coming winter and are feverishly awaiting the freeze-up. It is not expected there will be quite as many rinks in the land department competitions, owing to the loss of a few of our most enthusiastic curlers, but keen competitions are looked for. The fur department have entered a rink of their own, but there is still room for any curlers who might be around, and we would be delighted to hear from them. Chas. Miller is the new secretary.

F. H. Harman, land commissioner, is making his annual trip of inspection, visiting Regina, Prince Albert, Calgary and Edmonton.

Pandemonium prevailed in Mr. Tedman's department on Monday, October 1st, when his stenos. were viciously attacked by a huge and ferocious mouse, which apparently considered the office floor a comfortable place on which to take his morning constitutional and proceeded to do so with alarming gusto. We have been informed since, that with the aid of a piece of Limburger and a shotgun, the ferocious brute was sent to the happy hunting ground.

C. M. Thomas, late editor of *The Beaver*, left Winnipeg October 9th for

Mr. Walter Fowles, of the Eastern Buying Agency, Montreal, has been a visitor in Winnipeg. He is retiring after thirty-five years' service with the Company, having spent fourteen years in Vancouver, nine years in Winnipeg and twelve years in Montreal. He possesses the H.B.C. long-service gold medal with extra bar. (See Vol. 1, No. 7, page 16, for fuller details of Mr. Fowles' service.)

Mr. J. C. Atkins, has succeeded Mr. Fowles, as mentioned in October issue of *The Beaver* (page thirty-five). With Mr. Atkins will be associated Mr. W. R. Boyle, recently manager of the ready-to-wear department, Vancouver retail, who will take up similar duties at Montreal.

Two other additions to the staff are Mr. A. E. Dodman, as dry goods buyer, and Mr. Sidney Kaufman, as chief clerk. Mr. Dodman has been assistant merchandise inspector on the ex-stores administration staff, and Mr. Kaufman was in charge of the receiving room, which included transportation and customs work, at Winnipeg retail.

Kamloops

We welcome T. B. Calderhead, who is taking charge of the men's furnishings.

Holiday season is nearly over, Howard McNab being the last on the list.

We are glad to have Miss Barr back after three weeks' illness.

The opening meeting for the winter sewing circle met at Miss Cozens. Miss Barr was sadly missed with her cheery smile and cup reading, although we were well entertained by Miss Barraclough in this regard.

Harry Campbell is employed on the petit jury this week. Harry has a tender heart, so we feel sure that all the people he hangs will live a long time.

J. E. Andrews, manager of this branch, is at time of writing attending the managers' conference held at Vancouver, B.C.

Lesser Slave Lake Post

Here is a photograph of the Hudson's Bay house at Lesser Slave Lake post, Grouard, in the Athabasca district, situated on the northwest end of Lesser Slave lake. The post was formerly the headquarters of the Peace river district. The village took its name from Bishop Grouard, who still has his headquarters here, and, although the bishop is now advanced in years, he still travels all over his district and can give many younger men a very hard time on the trail. The Catholic mission, next door to the Company, is one of the largest and best equipped in Alberta. The priest in charge is Rev. Father Rouet. Sister Egbert conducts the school very efficiently. In years gone by this post used to do a very large fur business, and still helps to keep up the yearly returns in the old traditional H.B.C. way.

NEWS BRIEFS

Harold Laird, Indian agent, has finished his treaty payments for the season and is back home looking well after his trip.

Bishop Grouard has returned from his trip to Fort Vermilion and Peace river points.

The government telegraph are repairing the line between Faust and Bear Head.

William Gairdner, who is to take charge of Trout Lake post, left on September 17th via Slave Lake en route for Wabasca.

Fishing on Lesser Slave lake is just about over. The catch has been good.

Threshing in this district is well ahead. Oats are running 70 to 100 bushels to the acre.

The district has been very free from frost. The first heavy frost was experienced this week.

Develops Moral Fibre

There are few things that will do more to develop a man's moral fibre—especially if he is a married man—than the knowledge that he has made ample provision by life assurance for all who are dependent on him. He has the comforting reflection that "whatever happens" he will leave no bequest of poverty and corroding memories.

The Great-West Life Assurance Company

Head Office: WINNIPEG, CANADA

KIDDIES' CORNER

Florence Mildred Taylor,
Long Lac,
Age 16 months

Gentlemen Adventurers

When Canada was very young,
Long years before her fame was sung,
From Britain's shore there came a band
Of daring men to view the land.

They saw our country, great and fair;
A Land of Promise everywhere,
Awaiting those who'd do and dare
Her untold riches to lay bare.

They hastened home across the sea,
And formed a noble Company,
With brave Prince Rupert in his might
To guide their enterprise aright.

Then back again those strong men came
To battle forest, snow and flame;
To barter goods for furs; to win;
To play the game; give skin for skin.

They dared, where none had dared before,
The gripping cold, the rapids' roar.
The silence of the woods they knew;
Strong in their purpose; firm and true.

Thus years went on. Those brave men died.
Yet more brave men from Britain hied
To blaze the trail, with pride of race;
Give Canada her rightful place.

'Tis from such sturdy men we spring.
'Tis of such heroes now we sing.
To them we owe—where'er we roam—
Fair Canada, our cherished home.

—*R.W.*

The Barnyard Banquet

The other day, down at the farm,
Old Farmer Giles stood treat.
He called up all the animals
To sit with him and eat.

"Now order up your fav'rite dish
"From Mother Giles, the cook;
"She'll do her best to please you, if
"She runs clean through her book."

Said Pussy Cat, "I'll have a fish."
The little mouse squeaked, "Cheese."
The donkey then passed up his plate,
"Some carrots, if you please!"

"Just give me truffles," snorted pig.
"Some sugar," neighed the horse.
The cow moo-ed out, "Mashed turnips,"
While the dog barked, "Bones, of course!"

"A dandelion salad, please,"
From where the bunny sat.
"I'd love to chew," baa-ed billy-goat,
"Our master's old straw hat."

The rooster crowed, "Some juicy worms;
"I crave no other grub."
"I'd rather drink," quacked waddle-duck;
"Bring water, in a tub."

Old Mother Giles, in horror,
Raised her hands above her head.
She got them what they wanted
But, she's now quite sick in bed.

—*R.W.*

Interesting photographs or snap-shots of children at work or play—not portraits—also contributions of a nature suitable for H.B.C. kiddies, are desired for this page.

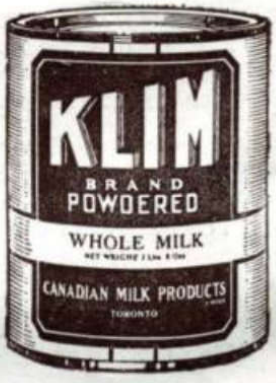
This Trade Mark Will Help Increase Your Sales

Education to the value of good pipes has brought smokers to the point of buying by name. They realize that a name like "G.B.D." stands for the highest quality and the greatest satisfaction available in briar pipes. Nation-wide advertising has educated them to this. Quality of product has supported the advertising. Have you capitalized these two points? Christmas is coming—the time when both men and women buy high class goods. Be sure you are prepared for your share of G.B.D. Pipe sales. Order from your jobber today.

RUBINOVICH & HASKELL LIMITED

170 McGILL STREET, MONTREAL

Klim Makes It Easy to Have Fresh Creamy Milk



You can take Klim anywhere. It bulks small and keeps fresh for months. To return Klim Whole Milk to liquid form simply place the proper quantity on the top of the water and beat it briskly with a wire beater. When re-liquefied it is pure, fresh milk with all the original creamy flavor.

CANADIAN MILK PRODUCTS, LTD.

Montreal TORONTO Winnipeg

KLIM

BRAND
POWDERED WHOLE MILK